

*

UMASS/AMHERST

*



312066 0337 1151 9

CS



University of
Massachusetts
Amherst

L I B R A R Y

August 2000
A Newsletter for
Minority Business
Enterprise Vendors
and Property
Management
Professionals

In This Issue

Demonstration
Disposition Update.....1

MHFA's EO Director
Retires.....1

Interviews with Resident
Association Presidents
Priscillo Smith and
Linda Evans2

Hong Onto This CEO! .3

MBE Linkage Advisory
Committee3

10th Annual MBE
Trade Fair Held.....4

MBEs and WBEs:
Help Us to Help You...4

MBE Achievement
Awards.....4

STARR Shines On.....5

Ethnic Celebrations
at MHFA.....5

Monogement Spotlight:
Urban Edge.....6

Cybertree Held
at MHFA.....6

MBE Snapshot:
Crosswinds
Enterprises, Inc.....7

MBE Contract
Opportunities8

Attention Monogement
Componies:
Important MHFA
Policy Change28

GOVERNMENT DOCUMENTS
COLLECTION

AUG 22 2001

University of Massachusetts
Depository Copy

Challenging Equal Opportunity

Demonstration Disposition Update

The Demonstration Disposition Program, in which MHFA is acting as HUD's agent to oversee the rehabilitation of 1,850 units of distressed, HUD-foreclosed housing, continues to make substantial progress.

With the recent completion of 34 additional units at Washington Heights, MHFA has now completed construction on a total of 698 units, or 38% of the total units in the program. Executive Director Steven Pierce and other MHFA staff also recently attended an event at Franklin Highlands to

dedicate a new on-site day care center to be operated by the Roxbury YMCA.

Other Demonstration Highlights:

- MHFA has awarded 16 construction contracts totaling \$187 million.
- Eleven of the 16 general contracts have been awarded to MBE general contractors or minority-controlled MBE joint ventures.
- Fifty-one percent of construction dollars awarded to date have been awarded to local area businesses.

(continued on back cover)

Best Wishes to
Wilson Henderson!

MHFA's EO Director Retires

Wilson Henderson, MHFA's Director of Equal Opportunity, retired at the end of May. As the Equal Opportunity Director since December 1988, Mr. Henderson oversaw policies, programs, and initiatives dedicated to ensuring full access and equal opportunity to all MHFA clients and constituents, particularly to minority- and women-owned businesses (MBEs/WBEs). MBEs and WBEs have been historically under-represented in the multi-family construction and housing management industries. During his tenure at MHFA, MBE and WBE participation soared, making MHFA a national leader in finding ways to "create a level playing field." His retirement marks the close of a distinguished career in public service spanning three decades.

Many important initiatives were developed and implemented during Mr. Henderson's time at MHFA, notably: the STARR Mentor Program (a mentoring program for Quincy E. Dickerman Elementary School students in Dorchester), the MBE/Management Company Mentor Program, the Collateral and

(continued on page 3)



MHFA's Executive Director, Steven Pierce, helped dedicate Franklin Highlands' new day care center in May.

CEO continues its series of interviews with presidents of the resident associations participating in the HUD Demonstration Disposition Program. These presidents spend an enormous amount of time day after day, month after month to make the Demonstration the best that it can be.



Priscilla Smith

Washington Heights is nearing completion of its rehabilitation as part of the HUD/MHFA Demonstration Disposition Program. The 16 1930s-era buildings that make up Washington Heights were foreclosed on by HUD in 1984. Priscilla Smith, President of the Washington Heights Tenants Association, shares her thoughts on the Demonstration and her experiences.

How does it feel for families to be moving back into their units at Washington Heights?

It is wonderful. Over 150 families were relocated from the development for about a year during the renovations. Now they are returning to their units and they are very happy. We are finalizing details.

How long have you lived at Washington Heights?

I moved to Washington Heights in 1984, right about the time that HUD foreclosed on the development. But it was my first apartment, and I was concentrating on my life and job. I attended tenants' meetings but didn't get involved at the board level.

What brought you to the Board?

Around 1986 or '87, I was asked to be board secretary, but I declined. Later I took on the position of vice president but had to step down. I was a new mother and had a lot of things going on. People understood the pressures of motherhood. But I still attended meetings. Around the time that the Demonstration Disposition Program began, there were large meetings with all of the different buildings' residents getting together. I became more and more involved in the issues. There were new elections in 1998, and I began to think about running for president. At that time, I woke up in the middle of the night. These words were in my head:

"It's time to arise and cross over from substandard living to substantial living;
from poverty to prosperity;
from ignorance to knowledge;
from Division to Unity."



Priscilla Smith, President of the Washington Heights Tenants Association

Pretty weighty for the middle of the night, but it became clear to me that I should run for president. The next day I put my name on the election ballot. I won.

What did you hope to accomplish as president at that point?

I wanted to be effective and make sound decisions. Mostly, I wanted to form relationships with people. I really enjoy talking to all kinds of people — tenants, architects, community leaders, government officials. It is exciting to see different viewpoints and ideas come together. I'm also the type of person who likes my freedom — no managers.

What have been your day jobs?

I was a toll collector for the Mass. 'Pike for many years. I formed an amazing number of friendships with commuters. Some of them attended my wedding. They would remember my birthday. I really was able to connect with people.

Currently I am a School Traffic Supervisor and a Volunteer Lunch Monitor at my son's school.

And, of course, there are the daily demands of being the resident association president!

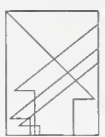
I am busy every day with business for the Demonstration. Sometimes I will attend two meetings per day. My Resident Services Coordinator, Gerri, and the Board are very helpful. It can be overwhelming at times.

What were some major stumbling blocks?

We had issues with unit size initially. Washington Heights originally had 214 units and was reconfigured to 175 units. There were too many small units crammed with growing families. We reconfigured the space to make larger three- and four-bedroom units. Technically that was a "reduction of affordable housing units," according to the NAACP, and we had to explain the reasoning to them and demonstrate that approximately the same number of people would be living at the development.

In January, there was a celebration of the completed construction at Washington Heights II. Your speech at the event was well received and very moving.

Washington Heights II consists of 16 units rehabilitated by Crosswinds Enterprises (a minority business enterprise, located in Roxbury). It is designated as II because it is a different construction contract in the Demonstration but is part of the overall Washington Heights development. I was so nervous to speak at that celebration, before all of the elected officials and press. I did what I do every time I have to speak publicly — I closed my eyes and asked the Lord to guide me.



**Massachusetts
Housing
Finance
Agency**

One Beacon Street
Boston, MA 02108
(617) 854-1000

Paul Cellucci
Governor

Jane Swift
Lieutenant Governor

Michael J. Dirrane
Chairman

Steven D. Pierce
Executive Director

Thomas R. Gleason
Deputy Director

Vivian C. Beard
Director of Equal
Opportunity

Call (617) 854-1820
regarding CEO mailings
or story ideas.





Linda Evans

Linda Evans is President of the Roxse Tenants' Council for Roxse Homes. Roxse Homes comprises 346 units in 13 different buildings. Construction is under way at the development.

How would you describe the Demonstration and the Roxse Homes development from a tenant's perspective?

From a resident perspective, I think that this is the greatest opportunity that we will ever have to participate and give input into such a large undertaking at our development.

How long have you lived at Roxse Homes?

I've lived here for 13 years.

When did you become president of the Roxse Homes Tenants' Council?

I became president on May 25, 1999.

Were you active on the Council before becoming president?

Yes. I have been on the Council in other capacities since 1993.

Why did you become active at the development?

I was always concerned about the quality of housing at our complex. We lived in very poor conditions for a long time until now.

What has surprised you about working on the Demonstration?

There are so many things that you must know when developing a project of this magnitude. Everything about construction is not always simple, and some things that seem simple become complicated if not explained properly.

What have you learned from your experiences and involvement with the Demonstration Disposition Program?

At some point, we need to respect each other — our differences and opinions.

Everyone must own up to their mistakes, address them, and move on. No one is perfect, but as long as we keep everything up front and are honest, we will be able to work out the problems that arise.

Would you do it again?

Yes, but the next time I would know a lot more than when this project started.

What is your job when you are not working on the redevelopment of Roxse Homes?

I am the Resident Services Coordinator for the Grove Hall Residents' Association — another Demonstration Disposition Program project. I provide resident services and resources to the residents of the development who are dealing with the different quality-of-life issues that we face in our community.



Linda Evans, President of the Roxse Tenants' Council for Roxse Homes

MHFA's EO Director Retires

(continued from page 1)

Technical Assistance and Contractors' Working Capital Loan Programs, and the *CEO* newsletter. He also established the Agency's annual celebrations for Black, Latino, and Asian/Pacific Islander Heritage Months.

A retirement party was held at the Agency on May 25. Boston City Councillor Charles Yancey presented a resolution of the City Councillors honoring Wilson Henderson's contributions to economic opportunities for minorities in the City of Boston. Earlier, he received a Proclamation from Governor Cellucci for his achievements. The retirement reception was a heart-felt event with many warm wishes from MHFA staff and colleagues in the community. Mr. Henderson concluded his farewell speech with a quote from Dr. Benjamin Mays, late President Emeritus of Morehouse College (Mr. Henderson's Alma Mater), about achieving success: "It is not a disgrace not to reach the stars, but it is a disgrace to have no stars to reach for."

Mr. Henderson looks forward to spending time with his wife, Nannie,



their three children, and four grandchildren. He will continue as an active participant in his local community and at his church, the Ebenezer Baptist Church of Boston.

The strong achievements and activities of MHFA's Equal Opportunity Division will continue under the leadership of Vivian C. Beard, who was appointed the new Director of Equal Opportunity in June. She served as Senior Operations Director for MHFA's EO Division since 1994 and brings a wealth of managerial and administrative expertise to the position. ■

Hang Onto This CEO!

This issue of *CEO* contains a **year-long bid list**, so hang onto this issue! The *CEO* bid list is always available on-line at www.mhfa.com.



MBE Linkage Advisory Committee



Reginald Nunnally, Executive Director of the Boston Empowerment Center, spoke at the May meeting of MHFA's MBE Linkage Advisory Committee. He provided an update on the Boston Empowerment Center and its economic development activities, which originate from a \$100 million federal grant for human services and \$47 million in economic development grants to enhance seven "empowerment zone" communities within Boston.

10th Annual MBE Trade Fair Held

Over 350 management company representatives and minority- and women-owned businesses (MBEs/WBEs) attended MHFA's 10th Annual MBE Trade Fair on April 6th at the Sheraton Colonial Hotel in Wakefield. MBEs and WBEs displayed their goods and services for property managers and general contractors of MHFA-financed developments.



"This is a central activity among MHFA's programs to promote a level playing field for minority- and women-owned businesses," explained Steven Pierce, MHFA's Executive Director. "There are over 445 developments in MHFA's portfolio, and they generate over \$100 million in contract opportunities each year. The Trade Fair brings the MBEs and WBEs face-to-face with the people making contracting decisions at these developments."



Winners of the Luncheon Raffle for MBEs and Management Companies

Pat Housey
PJ's Painting
Keith L. Castle
Global One Resources

Richard Ross
Ross Electrical Contracting, Inc.
Laurence Ramsey
New England Mechanical Company, Inc.
Okey Chikere
Naratoone Companies
Joan Blake
J.M. Business Services

...

Mary Ellen McPhee
Beacon Residential Management
Nathaniel Geer
Tenants' Development Corporation
Joe McPhee
Boston Land Company
Carmen Gonzalez
Winn Management Company
Debbie Farley Campbell
Sentry Property Management
Lisa Rawls
M/WBE Office - City of Boston

General contractors also attended to promote contracting opportunities for newly financed MHFA developments (approximately \$91 million in construction contracts) and developments in the MHFA/HUD Demonstration Disposition Program, which is generating over \$187 million in contracts.

Arthur Winn, Chairman of the Winn Companies of Boston, was a guest speaker at the Trade Fair. He spoke of the importance and value of MBE and WBE participation for the economic viability of communities in Massachusetts. Earlier this year, Winn Management Company received top honors at MHFA's Management Company Recognition Ceremony for a statewide 32% MBE utilization rate.



MBEs and WBEs: Help Us to Help You

Please let MHFA know about any changes to your business, such as changes of name, address, or phone numbers. Keeping the Agency's records up-to-date will ensure that your business receives current information on contract opportunities, trade fairs, meetings, training programs, and special events. You can reach Equal Opportunity staff quickly and easily by e-mailing to ecoinfo@mhfa.com or faxing to (617) 854-1027.

MBE Achievement Awards



Winn Management Company was honored at MHFA's Management Company Recognition Ceremony last winter for its statewide 32% MBE utilization rate. Sixty-nine other management companies received awards for their MBE achievements.

L-R: Steven Pierce, MHFA's Executive Director;

Arthur Winn, Chairman of the Winn Companies; Martin Raffol, Vice President of Winn Management; and William Wollinger, President of Winn Management.

STARR Shines On

The STARR Mentor Program (Striving Toward Academic Recognition and Respect) recently celebrated its ninth year at the Quincy E. Dickerman Elementary School in Dorchester. June marked the graduation of the fifth grade class, completing three years of scholastic guidance by MHFA employees who volunteer as STARR mentors for these children. It is the third time that the three-year mentoring cycle has been completed. In September, the mentors will begin again with a new third grade class at Dickerman and follow them until their graduation from the fifth grade.

"We go into the classroom each week and work one-on-one with the children to raise their levels of aspiration and levels of academic achievement," says STARR mentor, Richard Nicks, MHFA's Administrative Services Manager. "The Agency backs our commitment to these kids and allows us time away from our jobs in order to give more personally to the community." During a February visit to the classroom, MHFA's Executive Director, Steven Pierce, observed the mentors in action.

MHFA also contributes teaching supplies and equipment to the classroom



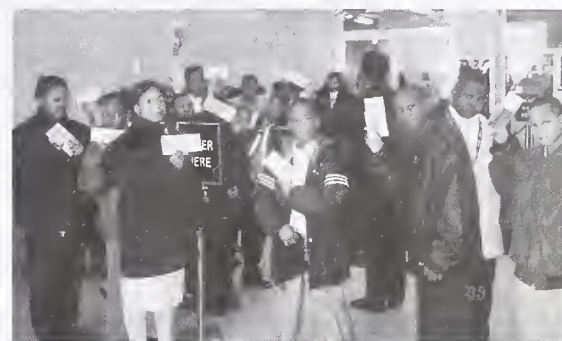
and provides monetary awards for students' academic achievements. At the graduation ceremony, Vivian C. Beard, MHFA's Director of Equal Opportunity, awarded savings bonds to children for such achievements as Highest Overall Academic Achievement; 100% Homework Submission; and Outstanding Achievement in Individual Subjects.

Earlier this year, the STARR mentors led a field trip to the Boston Bank of Commerce, Boston's only black-owned bank. The students added \$25 (donated by MHFA) to the savings accounts that they had opened on a previous field trip to the bank during the third grade. While there, they met with the Roxbury Branch Manager to learn about the banking field.

"All of the mentors are looking forward to meeting the children in the incoming third grade class," says Ms. Beard. "This is an ongoing

STARR mentors attended the graduation ceremony for the Dickerman School's 5th grade class on June 15, 2000. L-R: George Ovins, MHFA Senior Operations Accountant; Richard Nicks, MHFA Administrative Services Manager; Vivian C. Beard, MHFA Director of Equal Opportunity; Norman Brown, MHFA Program Compliance Analyst; Jessica Bolt, Principal of the Quincy E. Dickerman School; Kevin Parker, MHFA Mortgage Insurance Fund Collections Analyst; Victoria Stephens, 5th grade teacher at the Dickerman School; Thaddeus Miles, MHFA Director of Public Safety. Mentors not pictured: Jim Fortune, MHFA Program Compliance Specialist, and Carl Richardson, MHFA's MIS Project Manager.

Right: The fifth grade class visited the Boston Bank of Commerce in February to add to their savings accounts with \$25 contributions from MHFA.



Left: Shekia Scott graduated from the 5th grade and received awards for Overall Academic Achievement and Creative Writing from Vivian C. Beard, MHFA's Director of EO. Her teacher, Victoria Stephens, looks on.

collaboration with MHFA, the school's principal, Jessica Bolt, and the teachers involved in the program. It's a hands-on way to really make a difference in these children's academic futures." ■

Ethnic Celebrations at MHFA

MHFA held its 10th Annual Black History Month celebration in February and its 9th Annual Asian/Pacific Islander Heritage celebration in May. Steven Pierce, MHFA's Executive Director, summed up the importance of these events for Agency staff: "These cultural celebrations allow us to step outside our day-to-day tasks at MHFA

and learn more about the people we work with and do business with."

Professor Charles J. Ogletree Jr. was the guest speaker at the Black History Month celebration. Dr. Ogletree is the Jesse Climenko Professor of Law at Harvard University. He is a prominent legal theorist who has made a reputation looking at complex institutional issues of law and by working to secure equal rights for everyone. His talk at MHFA presented an agenda for civil rights in the 21st century.

Dr. Peter Nien-chu Kiang, Associate Professor of Education and Director of the Asian American Studies Program at the University of Massachusetts-Boston, was the keynote speaker at the Agency's Asian/Pacific Islander Heritage celebration. He discussed the tension between America's traditional view



of the "melting pot" and the current trend toward a "cult of ethnicity," which could lead to further segregation.

Dr. Kiang also acknowledged the depth of MHFA's cultural heritage events: "Other companies hold cultural celebrations that are just about food and music. MHFA is known throughout the community for its heritage events that discuss important topics within ethnic communities and the challenges these groups face in today's American society." ■

Asian/Pacific Islander Heritage Celebration. L-R: Wilson Henderson, EO Director; Patricia Weems, Senior Program Compliance Specialist; keynote speaker Dr. Peter Nien-chu Kiang; guest musician Kevin So; and Steve Nishino, MHFA Loan Servicing Specialist.



Dr. Charles J. Ogletree Jr., the Jesse Climenko Professor of Law at Harvard University, spoke at MHFA's Black History Month celebration.

Urban Edge

Urban Edge in Roxbury is one of Boston's largest community development corporations (CDC). When Urban Edge was founded in 1974, its first priority was to bridge the racial divide between Jamaica Plain and Roxbury brought on by bank red-lining. The CDC rehabilitated triple-deckers and sold them to first-time home buyers. In the 1980s, Urban Edge started developing multi-family rental housing and managing these developments. Today, Urban Edge manages more than 900 units of rental and cooperative housing and a growing number of commercial properties as well. Seven of these housing developments, totaling 472 units, are MHFA financed.

L-R: Mossik Hacobian, Executive Director; Juana Mejia, Assistant Director of Property Management; and Jack Geary, Director of Property Management.



"Most CDCs concentrate on development but don't want the day-to-day management responsibilities," explains Jack Geary, Urban Edge's Director of Property Management. "Like MHFA, we realized that housing management has the ability to economically strengthen the surrounding community through ongoing contracts for goods and services."

Urban Edge's MHFA-financed properties are located in MHFA's Linkage Area I, which aims to have 55% of contracts for goods and services go to minority-owned businesses. (*See changes to FY 2001 MBE goals on back cover of this issue.*) As of the middle of FY 2000, Urban Edge awarded 58% of its contracts to MBEs. MBE professionals, such as legal and accounting services, are included in this total.

Urban Edge is also proud of the makeup of its own workforce. Urban Edge is minority owned, over 90% of its employees are minority, and 90% are Boston residents. As many as 40% are residents of Urban Edge-managed developments. "Our employees offer unique skills and knowledge because they come from this community," says Mr. Geary. "They understand the issues."

Juana Mejia, Assistant Director of Property Management at Urban Edge, is a case in point. She lives at a development managed by Urban Edge and started working at the CDC seven

years ago as a part-time clerical assistant. She excelled at her work and won steady promotions. Today she oversees 75% of Urban Edge's units, working with site managers and conducting financial reviews.

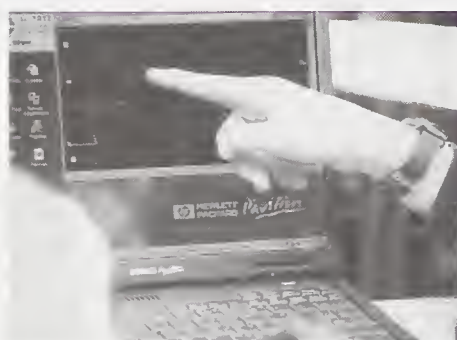
Urban Edge provides in-house training to its employees to further enhance their job skills. "For example, we have employees for whom English is a second language," Mr. Geary explains. "They communicate very well with residents, but some staff needed help writing reports. We brought in an English teacher to teach writing skills."

Ms. Mejia invites MBEs to call and let her know about their goods or services. "All of our property managers work out of our central office in Egleston Square, so it is easy for us to spread the word about a new vendor."

"Our employees offer unique skills and knowledge because they come from this community... They understand the issues."

Jack Geary, Director of Property Management
Urban Edge

Cybertree Held at MHFA



This spring, close to 100 middle school and high school students and teachers came to MHFA to participate

in Cybertree II, an Internet technology field trip. The event was designed to help students in Greater Boston's minority community understand and appreciate computer technology. The activities included creating and managing a Web site; developing e-commerce solutions on the Internet; using the Internet to obtain current news; and developing an on-line radio station. Cybertree was sponsored by the Camfield Estates Neighborhood Technology Center, the Berkman Center for

Internet and Society at the Harvard Law School, the U.S. Department of Housing and Urban Development, and MHFA.

Thaddeus Miles, MHFA's Director of Public Safety, coordinated Cybertree II. "Last year's Cybertree event focused on young children," he says. "This year we wanted to assist the older kids. Since Cybertree II, more than 20 of these students are continuing their learning in a summer computer course at Camfield." ■

Crosswinds Enterprises, Inc.

Crosswinds Enterprises, Inc., is a minority-owned general contractor located in Roxbury. The company was founded in 1985 by three men: Edward Faria, President; Arnold C. Johnson, Treasurer; and George Chin, Vice President.

"We were all doing small construction jobs back in '85 and we said, 'Why don't we get together?'" recalls Arnold Johnson. "Practically all we had when we started was a hammer and a pick-up truck." Crosswinds Enterprises got business through word of mouth.

Crosswinds Enterprises grew steadily and weathered the downturn in construction in the early 1990s. "We did well, even in the recession, because we treat the jobs we are working on like our own houses," Mr. Chin explains.

Crosswinds currently maintains a crew of approximately 25 workers and seven office support staff. The company specializes in constructing or rehabilitating affordable housing within Boston but has taken on some commercial projects as well. It recently completed a \$1.6 million rehabilitation contract for 16 units that are part of Washington Heights II (part of the HUD Demonstration Disposition Program). In addition, Faria, Johnson, and Chin operate A.G.E. Supply, Inc., a building supply store, and in 1999, they formed Windale Developers, Inc., to build and sell homes of their design in the community.

Training is an important part of Crosswinds Enterprises' activity and philosophy. The founders feel that education is critical for the mostly minority workers that Crosswinds employs. Mr. Johnson holds a vocational instructor's certificate from the Massachusetts Department of Education and runs night classes for Crosswinds employees.

"We have many nationalities working for us — Cape Verdean, African, Chinese," says Mr. Johnson. "These people come to this country with good skills, but there is much that they can

learn to improve their employment opportunities. The classes are hands-on and cover things like identification of tools, safety, and how to read blueprints. We started these classes in the early 1990s because so many apprentice programs were being cut back."

Mr. Johnson and Mr. Chin offer advice to contractors on how to grow their businesses. Mr. Johnson notes, "Many small businesses tend to do business on a day-to-day basis. They get the job, do the job, get the money, and move on to the next job. To advance to the next level, these contractors need to plan and set up their management, accounting, and bidding systems. Even if they are not ready for a bond or a business loan, they should be getting things ready for the day when they do apply. To assist subcontractors with this, Crosswinds created a simple computerized form system to help subs organize and maintain their financial records.

Mr. Chin and Mr. Johnson also advise researching insurance options for the business. Mr. Johnson says, "When we first started, we made the mistake of having our auto insurance company provide our workers' compensation insurance. They provided the

"Crosswinds is an organization dedicated to workmanship, integrity, and social consciousness. We are a minority-owned and -operated business that competes on its own merits."

Arnold C. Johnson,
Treasurer
Crosswinds Enterprises, Inc.



L-R: Edward Faria, President; George Chin, Vice President; Arnold C. Johnson, Treasurer.

service when we asked, but they were not the most cost effective source."

They do feel that it is easier today for minority contractors to get bonding because there are more programs to help. Mr. Johnson recalls, "We met resistance when we went for our first \$1 million bond, but then we went to Joan McDuff of A.B.L.E. Associates, which focuses on getting bonding for minority contractors. We got the \$1 million bond for an infill project on Martin Luther King Boulevard."

Mr. Chin feels that minority businesses need to invest in new technologies or they may be left behind. "Technology moves slower in the building trades than in other areas," he says. "But there are still many opportunities for smaller contractors to benefit from the Internet and computer programs. There are Web sites that provide networking opportunities. Small businesses can talk to each other on-line and get questions answered. Bidding opportunities are now listed on Web sites as well." (CEO's bid list is available on-line at www.mbfa.com.)

Mr. Johnson concludes, "Crosswinds is an organization dedicated to workmanship, integrity, and social consciousness. We are a minority-owned and -operated business that competes on its own merits. We also create jobs for residents in the neighborhoods where we work. Training these men and women in construction makes a positive difference in the community."

MBE Snapshot

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT COMPANY	CONTACT PERSON	TELEPHONE NO.	AVAILABILITY
ALARMS SERVICE/REPAIRS	449 Saratoga Street	Neighborhood of Affordable Housing	Maria Torres	(617)-567-5882	Year Round
	713 Dudley Street Associates	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round
	Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Year Round
	Bedford Towers/Townhouses	Peabody Properties, Inc.	Susan Turner-Hickey	(508)-992-9603	Winter
	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Brighton Gardens Apartments	Lombardi Corporation	Louis M. Lombardi	(617)-254-7721	Year Round
	Cast Associates	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round
	Chester Square Apartments	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round
	Ebenezer Homes	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round
	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Heritage Common	The Community Builders, Inc.	Tony DeCesare	(978)-688-4728	Year Round
	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Jaycee Place Apts.	Peabody Properties	Felix Fidler	(978)-458-6306	Fall
	Joseph's Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
	Linden Towers	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Market Mill Apts.	Peabody Properties Inc.	Mark F. Reagan	(978)-454-8030	Year Round
	Marland Place	Newton Senior Living	Jacqueline Borrelli	(978)-475-4225	Year Round
	McKinley House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Michael Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Millery	Peabody Properties, Inc.	Edward Riveram	(978)-927-9117	Year Round
	Newcastle Apartments	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round
	Oak Hill Apartments	Hallkeen Management	Beverly Brothers	(413)-499-4099	Year Round
	Prescott Mill Apartments	Meredith Management Corp.	Richard Cyermak	(978)-368-3329	Year Round
	Prospect Heights Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Skyline Apartments	Peabody Properties	Glenn Jolicoeur	(781)-843-1345	Year Round
	Smith House	Maloney Properties	Karen A. Kita	(617)-427-9186	Year Round
	South Holyoke Properties	The Community Builders, Inc.	Enid Berrios	(413)-534-0955	Year Round
	Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Sycamore House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Victory Gardens Apts.	Peabody Properties, Inc.	Sal Pignatone	(617)-569-4862	Fall
	Washington Columbia One	Winn Management Company	Linda Williams	(617)-287-9580	Year Round
APARTMENT MAINTENANCE SUPPLIES	Anchor's Weigh	Peabody Properties, Inc.	Kate Fraktman	(617)-884-7390	Year Round
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)-783-4271	Year Round
	Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Year Round
	Bedford Towers/Townhouses	Peabody Properties, Inc.	Susan Turner-Hickey	(508)-992-9603	Year Round
	Bedford Village Apartments	S-C Management Corp.	Betty Tenwolde	(781)-275-1038	Year Round
	Bellingham Square Apartments	APT Management Inc.	Mary Simpson	(781)-246-1350	Year Round
	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Borden Place Apartments	Peabody Properties, Inc.	Patricia Lomba Stinson	(508)-673-8410	Year Round
	Brayton Hill Apartments	Hallkeen Management	Brenda Iacuesssa	(413)-663-3645	Year Round
	Brighton Gardens Apartments	Lombardi Corporation	Louis M. Lombardi	(617)-254-7721	Year Round
	Colonial Village Apts.	Welch Management Company	Alice A. Welch	(781)-337-2777	Year Round
	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Fairhaven Village	Peabody Properties, Inc.	Paul Cromwell	(508)-994-1908	Year Round
	Founders Courtyard	C. Johnson & Co.	Van B. Johnson	(508)-790-1647	Year Round
	Franklin School Apts.	The Community Builders	Kathleen Hennessy	(781)-863-1810	Year Round
	Harbor Loft Management	Crowninshield Management Corp.	Frank Quirk	(781)-598-4247	Year Round
	Heritage Common	The Community Builders, Inc.	Tony DeCesare	(978)-688-4728	Year Round
	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Joseph's Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Kings Beach Towers	Crowninshield Management Corp.	Joseph Thompson	(781)-581-5100	Year Round
	Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
	Landfall West Apartments	Weston Associates Mgmt. Co., Inc.	Carol Santoro	(617)-569-7690	Year Round
	Linden Towers	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Malden Gardens	Cornerstone Management	Janet King	(781)-322-0580	Year Round
	Marland Place	Newton Senior Living	Jacqueline Borrelli	(978)-475-4225	Year Round
	McKinley House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Michael Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Millery	Peabody Properties, Inc.	Edward Riveram	(978)-927-9117	Year Round
	Mystic Place Apartments	Winn Management	Michael Milko	(781)-391-1810	Year Round
	Oak Hill Apartments	Hallkeen Management	Beverly Brothers	(413)-499-4099	Year Round
	Pheasant Hill Village	Westwood Management Company	Sandra Lepore	(413)-789-1131	Year Round
	Prescott Mill Apartments	Meredith Management Corp.	Richard Cyermak	(978)-368-3329	Year Round
	Prospect Heights Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Raymond J. Lord Manor	Weston Associates Mgmt Co., Inc.	Susan Kay	(978)-452-5575	Year Round
	Rockledge Apartments	APT Management Inc.	Mary Simpson	(781)-246-1350	Year Round
	Smith House	Maloney Properties	Karen A. Kita	(617)-427-9186	Year Round
	South Holyoke Properties	The Community Builders, Inc.	Enid Berrios	(413)-534-0955	Year Round
	Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Sycamore House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Tannery One Apartments	Crowninshield Management Corp.	Walter Gorman	(978)-532-4800 x209	Year Round
	Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Washington Columbia One	Winn Management Company	Linda Williams	(617)-287-9580	Year Round
	Washington Heights *	Corcoran Mgmt.	Raul Kaeller	(617)-445-7889	Year Round
	Wilbraham Commons	Westwood Management Company	Dottie Paluck	(413)-596-8372	Year Round
	Wood Ridge Homes	Barkan Management	Property Manager	(978)-682-7093	Year Round

APPLIANCES

Anchor's Weigh
Babcock Tower
Berkshiretown
Brighton Gardens Apartments
Elmwood Towers Associates
Fairhaven Village
Harbor Loft Management
Holyoke Towers Associates
Hunter Place Apartments
Joseph's Associates
Laconchia Apartments
Linden Towers
Market Mill Apts.
Marland Place
McKinley House Associates
Michael Associates
Pheasant Hill Village
Prospect Heights Associates
Spring Hill Apartments
Sycamore House Associates
Van Der Heyden

APPLIANCE REPAIRS

BATHROOM REPAIRS

Peabody Properties, Inc.
Franchi Mgmt. Co.
Appleton Corporation
Lombardi Corporation
Appleton Corporation
Peabody Properties, Inc.
Crowninshield Management Corp.
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Appleton Corporation
Peabody Properties Inc.
Newton Senior Living
Appleton Corporation
Appleton Corporation
Westwood Management Company
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Valley Real Estate, Springfield, MA
Winn Management Company
Westwood Management Company
The Abrams Management Co., Inc.
Beacon Residential Management
APT Management Inc.
Appleton Corporation
Lombardi Corporation
The Abrams Management Co., Inc.
The Abrams Management Co., Inc.
Welch Management Company
The Abrams Management Co., Inc.
Appleton Corporation
The Community Builders, Inc.
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Barkan Management
Appleton Corporation
Peabody Properties Inc.
Newton Senior Living
Appleton Corporation
Appleton Corporation
The Abrams Management Co., Inc.
Hallkeen Management
Appleton Corporation
APT Management Inc.
The Community Builders, Inc.
Valley Real Estate, Springfield, MA
Appleton Corporation
Crowninshield Management Corp.
Valley Real Estate, Springfield, MA
Winn Management Company
Neighborhood of Affordable Housing
The Abrams Management Co., Inc.
Beacon Residential Management
Appleton Corporation
Harbor Management
The Abrams Management Co., Inc.
The Abrams Management Co., Inc.
The Abrams Management Co., Inc.
Appleton Corporation
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
CMJ Management
Nuestra Properties
Appleton Corporation
First Resource Mgt. Co.
Peabody Properties Inc.
Appleton Corporation
Appleton Corporation
The Abrams Management Co., Inc.
Appleton Corporation
Valley Real Estate, Springfield, MA
Federal Management Co. Inc.
Appleton Corporation
Valley Real Estate, Springfield, MA
Winn Management Company

Kate Fraktman
Deborah S. Allen
Richard Lavallee
Louis M. Lombardi
Richard Lavallee
Paul Cromwell
Frank Quirk
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Richard Lavallee
Mark F. Reagan
Jacqueline Borrelli
Richard Lavallee
Richard Lavallee
Sandra Lepore
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Jeffrey P. Oldenburg
Linda Williams
Dottie Paluck
Matt Bell
Gerald R. Tabb
Mary Simpson
Richard Lavallee
Louis M. Lombardi
Matt Bell
Matt Bell
Alice A. Welch
Matt Bell
Richard Lavallee
Tony DeCesare
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Michael Gosselin
Richard Lavallee
Mark F. Reagan
Jacqueline Borrelli
Richard Lavallee
Richard Lavallee
Matt Bell
Beverly Brothers
Richard Lavallee
Mary Simpson
Enid Berrios
Jeffrey P. Oldenburg
Richard Lavallee
Walter Gorman
Jeffrey P. Oldenburg
Linda Williams
Maria Torres
Matt Bell
Gerald R. Tabb
Richard Lavallee
Connie Price
Matt Bell
Matt Bell
Matt Bell
Richard Lavallee
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Carlotta Rios
Deborah Huff
Richard Lavallee
Joe Kelly
Mark F. Reagan
Richard Lavallee
Richard Lavallee
Matt Bell
Richard Lavallee
Jeffrey P. Oldenburg
Amy Shamatta
Richard Lavallee
Jeffrey P. Oldenburg
Linda Williams

(617)-884-7390
(617)-783-4271
(413)-536-8048
(617)-254-7721
(413)-536-8048
(508)-994-1908
(781)-598-4247
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(413)-536-8048
(978)-454-8030
(978)-475-4225
(413)-536-8048
(413)-536-8048
(413)-789-1131
(413)-536-8048
(413)-732-4111
(413)-536-8048
(413)-732-4111
(617)-287-9580
(413)-596-8372
(617)-242-1300
(413)-733-7894
(781)-246-1350
(413)-536-8048
(617)-254-7721
(617)-242-1300
(617)-242-1300
(781)-337-2777
(617)-424-1300
(413)-536-8048
(978)-688-4728
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(781)-259-0150
(413)-536-8048
(978)-454-8030
(978)-475-4225
(413)-536-8048
(413)-536-8048
(617)-424-1300
(413)-499-4099
(413)-536-8048
(781)-246-1350
(413)-534-0955
(413)-732-4111
(413)-536-8048
(978)-532-4800 x209
(413)-732-4111
(617)-287-9580
(617)-567-5882
(617)-242-1300
(413)-733-7894
(413)-536-8048
(978)-356-1199
(617)-242-1300
(617)-242-1300
(617)-424-1300
(413)-536-8048
(413)-536-8048
(413)-732-4111
(413)-536-8048
(781)-581-7106
(617)-442-8472
(413)-536-8048
(413)-734-7771
(978)-454-8030
(413)-536-8048
(413)-536-8048
(617)-424-1300
(413)-536-8048
(413)-732-4111
(617)-267-8433
(413)-536-8048
(413)-732-4111
(617)-287-9580

[illegible]

July 1, 2000
to
June 30, 2001

** Non MHFA Developments

TRADE/SERVICE
CARPETING (cont.)

DEVELOPMENT

MANAGEMENT COMPANY

CONTACT PERSON

TELEPHONE NO.

AVAILABILITY

Founders Courtyard	C. Johnson & Co.	Van B. Johnson	(508)-790-1647	Year Round
Franklin School Apts.	The Community Builders	Kathleen Hennessy	(781)-863-1810	Year Round
Gardner Terrace	AMC/Federal Mgmt. Co.	Debra Leisure	(508)-226-3457	Year Round
General Shepherd Apartments	Hallkeen Management	Nancy Auger	(413)-568-1372	Fall
Hampshire Pine Two	River Valley Properties	Michael J. Doherty	(413)-539-9500 x118	Year Round
Harbor Loft Management	Crowninshield Management Corp.	Frank Quirk	(781)-598-4247	Year Round
Harbor Point Apartments	CMJ Management	Marvin Kahn	(617) 436-0771	Fall
Haynes House Apartments	Maloney Properties	Terri Johnson	(617)-541-2077	Year Round
Heritage @ Vernon Court	Genesis Elder Care	Randy Nason	(617)-965-9400	Fall
Heritage Common	The Community Builders, Inc.	Tony DeCesare	(978)-688-4728	Year Round
Highland Village	Meredith Management	Bonita Wroblewski	(413)-967-3822	Year Round
Holyoke Towers Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Inter-Church Council Elderly Housing, Inc.	MB Management Company	Betty A. Fermينو	(508)-999-5240	Year Round
Jaycee Place Apts.	Peabody Properties	Felix Fidler	(978)-458-6306	Fall
Joseph's Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Kent Village	Corcoran Management	Roseann Sdoia	(617)-472-3486	Year Round
Kimball Court Apts. 1	JRM Management Co.	John Zonzonello	(781)-933-9900	Year Round
Kimball Court Apts. 3	JRM Management Co.	John Zonzonello	(781)-933-9900	Year Round
King's Lynne	CMJ Management	Carlotta Rios	(781)-581-7106	Fall
Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
Landfall West Apartments	Weston Associates Mgmt. Co., Inc.	Carol Santoro	(617)-569-7690	Year Round
Lincoln School	Corcoran Management Co.	Roseann Sdoia	(617)-472-3486	Year Round
Lincoln Woods	Barkan Management	Michael Gosselin	(781)-259-0150	Fall
Linden Towers	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Loring Towers	AIMCO	Anne Parianos	(978)-745-2055	Year Round
Louis Barrett Residence	Harbor Management	Lynda Hooley	(781)-598-3526	Year Round
Malden Gardens	Cornerstone Management	Janet King	(781)-322-0580	Year Round
Maple Commons	First Resource Mgt. Co.	Joe Kelly	(413)-734-7771	Year Round
Maplewood Place	Newton Senior Living, LLC	Barbara Hamilton	(781)-324-4999	Year Round
Marble St. Apartments	Barkan Management	Mary B. Wood	(508)-791-2236	Year Round
Market Mill Apts.	Peabody Properties Inc.	Mark F. Reagan	(978)-454-8030	Year Round
Marland Place	Newton Senior Living, LLC	Chris Sullivan	(978)-475-4225	Year Round
McKinley House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Mercantile Wharf	Sullivan Properties, Inc.	Lindsey Pizzica	(617)-227-2324	Year Round
Michael Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Millery	Peabody Properties, Inc.	Edward Riveram	(978)-927-9117	Year Round
Millhaus Apartments	Harbor Management Co.	Bob Holland	(508)-529-4460	Year Round
Mission Towers	Bethany Management	Deanna Ruth	(617)-374-2175	Year Round
Mountain View Terrace	Tambone Management Corporation	Ann Danley	(781)-438-9111	Year Round
Northeast Apts.	Marken Properties	Michael J. Doherty	(413)-539-9500 x118	Year Round
Northridge Homes	Barkan Management	Mike Bettencourt	(978)-922-6514	Year Round
Ocean Shores Apartments	Harbor Management Co.	Annette Kalil	(781)-598-5564	Year Round
Pheasant Hill Village	Westwood Management Company	Sandra Lepore	(413)-789-1131	Year Round
Pigeon Cove Ledges Apts. **	MB Management Company	Kathy Hurlblurt	(978)-546-7410	Year Round
Power Town Apartments	Hallkeen Management	Sharon Cottrell	(413)-863-9433	Year Round
Prescott Mill Apartments	Meredith Management Corp.	Richard Cyermak	(978)-368-3329	Year Round
Project Three	The Community Builders Inc.	Deborah Austin	(617)-267-1347	Year Round
Prospect Heights Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Queen Anne's Gate Apt. 1	CMJ Management	Dave Aittaniemi	(781)-335-1293	Fall
Ramblewood Apartments	CMJ Management	Jim Kelly	(781)-767-3636	Year Round
Raymond J. Lord Manor	Weston Associates Mgmt Co., Inc.	Susan Kay	(978)-452-5575	Year Round
Robinson-Cuticura Mill Apts.	Cornu Management	Katherine Krager	(781)-324-3725	Fall
Rockledge Apartments	APT Management Inc.	Mary Simpson	(781)-246-1350	Year Round
Sargeant Arms Apts.	Marken Properties	Michael J. Doherty	(413)-539-9500 x118	Year Round
Skyline Apartments	Peabody Properties	Glenn Jolicœur	(781)-843-1345	Year Round
Smith House	Maloney Properties	Karen A. Kita	(617)-427-9186	Fall
South Holyoke Properties	The Community Builders, Inc.	Enid Berrios	(413)-534-0955	Year Round
Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Stone Brook Farms	The Boston Land Company	Terry Ty	(781)-229-4889	Year Round
Stratton Hill Park	Corcoran Management Co.	Joanne Mangsen	(508)-852-0060	Year Round
Sumner Hill House	Hallkeen Management	Steve Lodi	(617)-524-5160	Year Round
Sycamore House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Tannery One Apartments	Crowninshield Management Corp.	Walter Gorman	(978)-532-4800 x209	Year Round
Taunton Woods	Peabody Properties	Ms. Elizabeth Baldwin	(508)-880-0006	Winter
Tecumseh Mill Apartments	ACM Management	Andrew Ditson	(508)-676-3600	Year Round
United Front Homes	Peabody Properties, Inc.	Laurie McGrath	(508)-996-2677	Winter
Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Victory Gardens Apts.	Peabody Properties	Sal Pignatone	(617)-569-4862	Year Round
Washington Columbia One	Winn Management Company	Linda Williams	(617)-287-9580	Year Round
Westboro Country Village	CMJ Management	Judith Frederick	(508)-366-9867	Fall
Wilbraham Commons	Westwood Management Company	Dottie Paluck	(413)-596-8372	Year Round
Wilson Gardens	Harbor Management	Dick Mattoigno	(617)-884-4654	Year Round
713 Dudley Street Associates	The Abrams Management Co., Inc.	Matt Bell	(617)-242-1300	Year Round
Berkshiretown	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Brighton Gardens Apartments	Lombardi Corporation	Louis M. Lombardi	(617)-254-7721	Year Round
Cast Associates	The Abrams Management Co., Inc.	Matt Bell	(617)-242-1300	Year Round
Chester Square Apartments	The Abrams Management Co., Inc.	Matt Bell	(617)-242-1300	Year Round
Ebenezer Homes	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round

CERAMIC TILE

**FISCAL YEAR
2001**

July 1, 2000
to
June 30, 2001

Note: Under **Availability**, Summer refers to the Summer of 2001.

★ Demo

** Non MHFA Developments

MBE Contract Opportunities

ELECTRICAL

Camfield Estates

Cornu Management Company

Least Restrictive Environment with you.

Becky Mercado

violation of privacy,

(617)-445-8183

(555) 761-1111 www.fox.com

Year Round

1.00

July 1, 2000
to
June 30, 2001

- * Demo
- ** Non MHEA Developments

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT COMPANY	CONTACT PERSON	TELEPHONE NO.	AVAILABILITY
ELEVATOR MAINTENANCE	449 Saratoga Street	Neighborhood of Affordable Housing	Maria Torres	(617)-567-5882	Year Round
	713 Dudley Street Associates	The Abrams Management Co., Inc.	Matt Bell	(617)-242-1300	Year Round
	Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Fall
	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Brighton Gardens Apartments	Lombardi Corporation	Louis M. Lombardi	(617)-254-7721	Year Round
	Douglass Park Apartments	Boston Land Co.	Derry Rooney	(617)-442-8900	Year Round
	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Fairhaven Village	Peabody Properties, Inc.	Paul Cromwell	(508)-994-1908	Year Round
	Fairweather Apts. **	MB Management	Arthur Richardson	(978)-744-7835	Summer
	Hampshire Pine Two	River Valley Properties	Michael J. Doherty	(413)-539-9500 x118	Year Round
	Harbor Loft Management	Crowninshield Management Corp.	Frank Quirk	(781)-598-4247	Year Round
	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Joseph's Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
	Landfall West Apartments	Weston Associates Mgmt. Co., Inc.	Carol Santoro	(617)-569-7690	Year Round
	Linden Towers	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	McKinley House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Michael Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Northeast Apts.	Marken Properties	Michael J. Doherty	(413)-539-9500 x118	Year Round
	Oakwood Apts.	S-C Management	Kerri Furtado-Breen	(508)-966-2460	Fall
	Oakwood Terrace	The Community Builders, Inc.	Susan Guan	(617)-350-0362	Year Round
	Prescott Mill Apartments	Meredith Management Corp.	Richard Cyermak	(978)-368-3329	Year Round
	Prospect Heights Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Ramblewood Apartments	CMJ Management	Jim Kelly	(781)-767-3636	Year Round
	Sargeant Arms Apts.	Marken Properties	Michael J. Doherty	(413)-539-9500 x118	Year Round
	Smith House	Maloney Properties	Karen A. Kita	(617)-427-9186	Year Round
	South Holyoke Properties	The Community Builders, Inc.	Enid Berrios	(413)-534-0955	Year Round
	Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Sycamore House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Tannery One Apartments	Crowninshield Management Corp.	Walter Gorman	(978)-532-4800 x209	Year Round
	Tecumseh Mill Apartments	ACM Management	Andrew Ditson	(508)-676-3600	Year Round
	Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Victory Gardens Apts.	Peabody Properties, Inc.	Sal Pignatone	(617)-569-4862	Fall
FENCING	449 Saratoga Street	Neighborhood of Affordable Housing	Maria Torres	(617)-567-5882	Year Round
	713 Dudley Street Associates	The Abrams Management Co., Inc.	Matt Bell	(617)-242-1300	Year Round
	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Cast Associates	The Abrams Management Co., Inc.	Matt Bell	(617)-242-1300	Year Round
	Cefalo Memorial Complex	MB Management	Kevin Plourde	(781)-662-0223	Summer
	Chester Square Apartments	The Abrams Management Co., Inc.	Matt Bell	(617)-242-1300	Year Round
	Ebenezer Homes	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round
	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hamlet Townhouses	Newton Community Dev. Foundation	Corrin Wegielewski	(617)-244-5196	Fall
	Harbor Point Apartments	CMJ Management	Marvin Kahn	(617) 436-0771	Fall
	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Joseph's Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
	Linden Towers	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Maple Commons	First Resource Mgt. Co.	Joe Kelly	(413)-734-7771	Fall
	Market Mill Apts.	Peabody Properties Inc.	Mark F. Reagan	(978)-454-8030	Year Round
	Marland Place	Newton Senior Living	Jacqueline Borrelli	(978)-475-4225	Year Round
	McKinley House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Michael Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Newcastle Apartments	The Abrams Management Co., Inc.	Matt Bell	(617)-424-1300	Year Round
	Palmer Green Estates	Beacon Residential Management	William Bransky	(413)-283-9753	Fall
	Prospect Heights Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Skyline Apartments	Peabody Properties	Glenn Jolicoeur	(781)-843-1345	Year Round
	Smith House	Maloney Properties	Karen A. Kita	(617)-427-9186	Fall, Winter
	South Holyoke Properties	The Community Builders, Inc.	Enid Berrios	(413)-534-0955	Summer
	Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Sycamore House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Tannery One Apartments	Crowninshield Management Corp.	Walter Gorman	(978)-532-4800 x209	Year Round
	Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Westboro Country Village	CMJ Management	Judith Frederick	(508)-366-9867	Fall
FIRE PROTECTION	Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Year Round
	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Borden Place Apartments	Peabody Properties, Inc.	Patricia Lomba Stinson	(508)-673-8410	Fall
	Brighton Gardens Apartments	Lombardi Corporation	Louis M. Lombardi	(617)-254-7721	Year Round
	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Fairhaven Village	Peabody Properties, Inc.	Paul Cromwell	(508)-994-1908	Year Round
	Heritage Common	The Community Builders, Inc.	Tony DeCesare	(978)-688-4728	Year Round
	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Joseph's Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
	Linden Towers	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Marland Place	Newton Senior Living	Jacqueline Borrelli	(978)-475-4225	Year Round
	McKinley House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round

MBE Contract Opportunities

MBE Contract Opportunities

TRADE/SERVICE
PAINTING (cont.)

DEVELOPMENT

Hunter Place Apartments
 Inter-Church Council Elderly Housing, Inc.
 Jaycee Place Apts.
 Joseph's Associates
 Kent Village
 Kings Beach Towers
 King's Lynne
 Laconchia Apartments
 Lamplighter Village
 Lincoln School
 Linden Towers
 Loring Towers
 Malden Gardens
 Marble Street Apts.
 Marcus Garvey Garden Apts.
 Market Mill Apts.
 McKinley House Associates
 Michael Associates
 Middlebury Arms
 Millery
 Millhaus Apartments
 Mountain View Terrace
 Mt. Pleasant Apts.
 Northeast Apts.
 Oak Hill Apartments
 Oakwood Apts.
 Oakwood Terrace
 Ocean Shore Apts.
 Pigeon Cove Ledges Apts.**
 Pilot Grove
 Pine Estates 1 & Pine Homes
 Prospect Heights Associates
 Putnam Square Apartments
 Ramblewood Apartments
 Raymond J. Lord Manor
 Robinson-Cuticura Mill Apts.
 Rockledge Apartments
 Rolling Green At Fall River
 Sargeant Arms Apts.
 Savin Hill Apartments
 Smith House
 South Holyoke Properties
 Spring Hill Apartments
 St. Botolph Street Apts.
 Stone Brook Farms
 Stratton Hill Park
 Sycamore House Associates
 United Front Homes
 Upton Inn Apts.
 Van Der Heyden
 Verdean Gardens
 Victory Gardens
 Warren House
 Washington Columbia One
 Waterview Apartments
 Westboro County Village
 Wilbraham Commons
 Wilson Gardens
 449 Saratoga Street
 713 Dudley Street
 Berkshiretown
 Brownstone Gardens
 Cast Associates
 Chatham West I & II
 Chester Square Apartments
 Ebenezer Homes
 Elmwood Towers Associates
 Fieldstone Apartments*
 General Shepard Apartments
 Harbor Loft Management
 Heritage Common
 Heritage Green
 Holyoke Towers Associates
 Hunter Place Apartments
 Joseph's Associates
 Laconchia Apartments
 Landfall West Apartments
 Lebanon Hill
 Linden Towers
 Louis Barrett Residence

MANAGEMENT COMPANY

Valley Real Estate, Springfield, MA
MB Management Company
Peabody Properties
Appleton Corporation
Corcoran Management
Crowninshield Management Corp.
CMJ Management
Nuestra Properties
Peabody Properties
Corcoran Management Co.
Appleton Corporation
AIMCO
Cornerstone Management
Barkan Management
Cornu Management Company
Peabody Properties Inc.
Appleton Corporation
Appleton Corporation
Peabody Properties Inc.
Peabody Properties, Inc.
Harbor Management
Tambone Management Corporation
Peabody Properties, Inc.
Marken Properties
Hallkeen Management
S-C Management
The Community Builders, Inc.
Harbor Management
MB Management Company
The Community Builders, Inc.
Beacon Residential Management
Appleton Corporation
HPRE
CMJ Management
Weston Associates Mgmt Co., Inc.
Cornu Management
APT Management Inc.
Grove Property Services
Marken Properties
CMJ Management
Maloney Properties
The Community Builders, Inc.
Valley Real Estate, Springfield, MA
Federal Management Co. Inc.
The Boston Land Company
Corcoran Management
Appleton Corporation
Peabody Properties, Inc.
S-C Management
Valley Real Estate, Springfield, MA
Cruz Management
Peabody Properties
NCDF
Winn Management
Federal Management
CMJ Management
Westwood Management Company
Harbor Management
Neighborhood of Affordable Housing
Abrams Management
Appleton Corporation
Carr Property Management, Inc.
Abrams Management
Beacon Residential Management
Abrams Management
Abrams Management
Appleton Corporation
Lorenzo Pitts, Inc.
Hallkeen Management
Crowninshield Management Corp.
The Community Builders, Inc.
Meredith Management
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Weston Associates Mgmt. Co., Inc.
Tag Associates
Appleton Corporation
Harbor Management

CONTACT PERSON

Jeffrey P. Oldenburg
Betty A. Fermينو
Felix Fidler
Richard Lavallee
Roseann Sdoia
Joseph Thompson
Carlotta Rios
Deborah Huff
Barbara Regan
Roseann Sdoia
Richard Lavallee
Anne Parianos
Janet King
Mary B. Wood
Tresza Barnett-Trusty
Mark F. Reagan
Richard Lavallee
Richard Lavallee
Lena Or Joe
Edward Riveram
Marty Woodin
Ann Danley
Marguerite Marcotte
Michael J. Doherty
Beverly Brothers
Kerri Furtado-Breen
Susan Guan
Annette Kalil
Kathy Hurlburt
Ray Frost
Jim Poillucci
Richard Lavallee
Becky Andreasson
Jim Kelly
Susan Kay
Katherine Krager
Mary Simpson
Steve Dybowski
Michael J. Doherty
Sandra Baker
Karen A. Kita
Enid Berrios
Jeffrey P. Oldenburg
Amy Shamatta
Terry Ty
Joanne Mangsen
Richard Lavallee
Laurie McGrath
Kerri Furtado-Breen
Jeffrey P. Oldenburg
John Massas
Sal Pignatone
Judy Webster
Linda Williams
Jonathan N. Donahue
Judith Frederick
Dottie Paluck
Dick Mattogno
Maria Torres
Matt Bell
Richard Lavallee
Barbara A. Brown
Matt Bell
Domenica Cuscina
Matt Bell
Matt Bell
Richard Lavallee
Mr. Lorenzo Pitts
Nancy Auger
Frank Quirk
Tony DeCesare
Scott Davis
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Carol Santoro
Lee Genereux
Richard Lavallee
Lynda Hoolley

TELEPHONE NO. _____

(413)-732-4111
(508)-999-5240
(978)-458-6306
(413)-536-8048
(617)-472-3486
(781)-581-5100
(781)-581-7106
(617)-442-8472
(781)-828-7834
(617)-472-3486
(413)-536-8048
(978)-745-2055
(781)-322-0580
(508)-791-2236
(617)-442-0281
(978)-454-8030
(413)-536-8048
(413)-536-8048
(508)-947-7200
(978)-927-9117
(508)-529-4460
(781)-438-9111
(617)-623-5810
(413)-539-9500 x118
(413)-499-4099
(508)-966-2460
(617)-350-0362
(781)-598-5564
(978)-546-7410
(978)-897-0313
(508)-584-3300
(413)-536-8048
(617)-496-5340
(781)-767-3636
(978)-452-5575
(781)-324-3725
(781)-246-1350
(860)-808-6146
(413)-539-9500 x118
(617)-288-5418
(617)-427-9186
(413)-534-0955
(413)-732-4111
(617)-267-8433
(781)-229-4889
(508)-852-0060
(413)-536-8048
(508)-996-2677
(508)-966-2460
(413)-732-4111
(508)-999-9744
(617)-569-4862
(617)-527-6616
(617)-287-9580
(617)-482-8925 x123
(508)-366-9867
(413)-596-8372
(617)-884-4654
(617)-567-5882
(617)-424-1300
(413)-536-8048
(413)-525-4321
(617)-424-1300
(508) 580-1404
(617)-424-1300
(617)-424-1300
(413)-536-8048
(617)-265-0229
(413)-568-1372
(781)-598-4247
(978)-688-4728
(508)-347-2200
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(617)-569-7690
(508)-764-3664
(413)-536-8048
(781)-598-3526

AVAILABILITY

[illegible]

PAVING/REPAIRS

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT COMPANY	CONTACT PERSON	TELEPHONE NO.	AVAILABILITY
PLAYGROUNDS (cont.)	Prescott Mill Apartments	Meredith Management	Richard Czermak	(978)-368-8500	Spring
	Prospect Heights Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Stratton Hill Park	Corcoran Management	Joanne Mangsen	(508)-852-0060	Spring
PLUMBING SUPPLIES	Sycamore House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	United Front Homes	Peabody Properties, Inc.	Laurie McGrath	(508)-996-2677	Year Round
PRINTING/GRAPHIC DESIGN	Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Washington Columbia One	Winn Management	Linda Williams	(617)-287-9580	Year Round
PLUMBING	449 Saratoga Street	Neighborhood of Affordable Housing	Maria Torres	(617)-567-5882	Year Round
	713 Dudley Street	Abrams Management	Matt Bell	(617)-424-1300	Year Round
PLUMBING	Avalon Oaks	Avalon Bay Communities	Krista Carlson	(978)-657-0988	Year Round
	Avalon Town Meadows	Avalon Bay Communities Inc.	Nina Holton	(508)-366-1177	Year Round
PLUMBING	Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Year Round
	Bedford Towers/Townhouses	Peabody Properties, Inc.	Susan Turner-Hickey	(508)-992-9603	Year Round
PLUMBING	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Bradley Properties**	Cornu Management Company	Wanda Mercado	(617)-927-7468	Year Round
PLUMBING	Brighton Gardens	Lombardi Corporation	Louis M. Lombardi	(617)-254-7721	Year Round
	Cabot Park Village	Genesis Health Ventures	Arlene Lormey	(617)-965-7707	Summer
PLUMBING	Camfield Estates*	Cornu Management Company	Becky Mercado	(617)-445-8183	Year Round
	Cast Associates	Abrams Management	Matt Bell	(617)-424-1300	Year Round
PLUMBING	Chester Square Apartments	Abrams Management	Matt Bell	(617)-424-1300	Year Round
	Ebenezer Homes	Abrams Management	Matt Bell	(617)-424-1300	Year Round
PLUMBING	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Haynes House Apartments	Maloney Properties	Terri Johnson	(617)-541-2077	Year Round
PLUMBING	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
PLUMBING	Inter-Church Council Elderly Housing, Inc.	MB Management Company	Betty A. Fermio	(508)-999-5240	Year Round
	Joseph's Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Kimball Court Apts. I	JRM Management	John Zorzonello	(781)-933-9900	Year Round
	Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
PLUMBING	Linden Towers	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Louis Barrett Residence	Harbor Management	Lynda Hooley	(781)-598-3526	Year Round
PLUMBING	Malden Gardens	Cornerstone Management	Janet King	(781)-322-0580	Year Round
	McKinley House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Michael Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Newcastle Apartments	Abrams Management	Matt Bell	(617)-424-1300	Year Round
PLUMBING	Oak Hill Apartments	Hallkeen Management	Beverly Brothers	(413)-499-4099	Year Round
	Oakwood Apts.	S-C Management	Kerri Furtado-Breen	(508)-966-2460	Year Round
PLUMBING	Olde Derby Village	The Simon Company	Barbara Tandler	(781)-848-2500	Year Round
	Power Town Apartments	Hallkeen Management	Sharon Cottrell	(413)-863-9433	Year Round
PLUMBING	Prescott Mill Apartments	Meredith Management	Richard Czermak	(978)-368-8500	Year Round
	Prospect Heights Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Raymond J. Lord Manor	Weston Associates Mgmt Co., Inc.	Susan Kay	(978)-452-5575	Year Round
	Silsbee Tower Apartments	The Simon Company	Barbara Tandler	(781)-848-2500	Year Round
PLUMBING	Smith House	Maloney Properties	Karen A. Kita	(617)-427-9186	Year Round
	Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
PLUMBING	Sycamore House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Tannery One Apartments	Crowninshield Management Corp.	Walter Gorman	(978)-532-4800 x209	Year Round
PLUMBING	Taunton Woods	Peabody Properties	Elizabeth Baldwin	(508)-880-0006	Winter
	Upton Inn Apts.	S-C Management	Kerri Furtado-Breen	(508)-966-2460	Year Round
PLUMBING	Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Washington Columbia One	Winn Management	Linda Williams	(617)-287-9580	Year Round
PLUMBING	Washington Heights*	Corcoran Mgmt.	Raul Kaeller	(617)-445-7889	Year Round
	Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Year Round
PLUMBING	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Fairhaven Village	Peabody Properties, Inc.	Paul Cromwell	(508)-994-1908	Year Round
	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Joseph's Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Kings Beach Towers	Crowninshield Management Corp.	Joseph Thompson	(781)-581-5100	Year Round
	Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
PLUMBING	Linden Towers	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Louis Barrett Residence	Harbor Management	Lynda Hooley	(781)-598-3526	Year Round
PLUMBING	Market Mill Apts.	Peabody Properties Inc.	Mark F. Reagan	(978)-454-8030	Year Round
	McKinley House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Michael Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Prescott Mill Apartments	Meredith Management	Richard Czermak	(978)-368-8500	Year Round
PLUMBING	Prospect Heights Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Smith House	Maloney Properties	Karen A. Kita	(617)-427-9186	Year Round
PLUMBING	Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
	Sycamore House Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Tannery One Apartments	Crowninshield Management Corp.	Walter Gorman	(978)-532-4800 x209	Year Round
	Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
PLUMBING	Victory Gardens Apts.	Peabody Properties, Inc.	Sal Pignatone	(617)-569-4862	Year Round
	Washington Columbia One	Winn Management	Linda Williams	(617)-287-9580	Year Round
PLUMBING	Berkshiretown	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Elmwood Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
PLUMBING	Holyoke Towers Associates	Appleton Corporation	Richard Lavalley	(413)-536-8048	Year Round
	Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round

TRADE/SERVICE
PRINTING/GRAPHIC
DESIGN (cont.)

DEVELOPMENT

MANAGEMENT COMPANY

CONTACT PERSON

TELEPHONE NO.

AVAILABILITY

FISCAL YEAR
2001

July 1, 2000
to
June 30, 2001

PROFESSIONAL SERVICES

**ROOFING REPAIRS/
REPLACEMENT**

SEAL COATING

Joseph's Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
Linden Towers	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
McKinley House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Michael Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Prospect Heights Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Sycamore House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Berkshiretown	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Elmwood Towers Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Holyoke Towers Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Joseph's Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
Linden Towers	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
McKinley House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Michael Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Prospect Heights Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Sycamore House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
159 Beacon Hill Ave. **	Lynn Economic Opportunity	Ms. Frances A. Taggart	(781)-581-7220 x231	Year Round
449 Saratoga Street	Neighborhood of Affordable Housing	Maria Torres	(617)-567-5882	Year Round
556-562 Chestnut **	Lynn Economic Opportunity	Ms. Frances A. Taggart	(781)-581-7220 x231	Year Round
713 Dudley Street	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Year Round
Bellingham Square Apartments	APT Management Inc.	Mary Simpson	(781)-246-1350	Year Round
Berkshiretown	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Borden Place Apartments	Peabody Properties, Inc.	Patricia Lomba Stinson	(508)-673-8410	Fall
Brownstone Gardens	Carr Property Management, Inc.	Barbara A. Brown	(413)-525-4321	Fall
Cable Gardens	Harbor Management	Connie Price	(978)-356-1199	Year Round
Cast Associates	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Chester Square Apartments	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Ebenezer Homes	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Elmwood Towers Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Essex Towers	APT Management, Inc.	Gail Bolton	(978)-686-0440	Fall
Fairhaven Village	Peabody Properties, Inc.	Paul Cromwell	(508)-994-1908	Year Round
General Shepard Apartments	Hallkeen Management	Nancy Auger	(413)-568-1372	Fall
Haynes House Apartments	Maloney Properties	Terri Johnson	(617)-541-2077	Year Round
Heritage Commons	Community Builders	Tony DeCesare	(978)-688-4728	Year Round
Heritage Green	Meredith Management	Scott Davis	(508)-347-2200	Spring/ Summer
Holyoke Towers Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Hunter Place Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Jarvis Heights Apartments	Marken Properties, Inc.	Elizabeth Bedoya	(413)-532-3709	Spring
Joseph's Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Kimball Court Apts. I	JRM Management	John Zorzonello	(781)-933-9900	Year Round
Laconchia Apartments	Nuestra Properties	Deborah Huff	(617)-442-8472	Year Round
Linden Towers	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Louis Barrett Residence	Harbor Management	Lynda Hooley	(781)-598-3526	Year Round
McKinley House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Mercantile Wharf	Sullivan Properties	Lindsey L. Pizzica	(617)-227-2324	Summer
Michael Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Mountain View Terrace	Tambone Management Corporation	Ann Danley	(781)-438-9111	Summer
Newcastle Apartments	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Northridge Homes	Barkan Management	Mike Bettencourt	(978)-922-6514	Fall
Power Town Apartments	Hallkeen Management	Sharon Cottrell	(413)-863-9433	Year Round
Prospect Heights Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Rockledge Apartments	APT Management Inc.	Mary Simpson	(781)-246-1350	Year Round
Skyline Apartments	Peabody Properties	Glenn Jolicoeur	(781)-843-1345	Year Round
Spring Hill Apartments	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
St. Botolph Street Apts.	Federal Management Co. Inc.	Amy Shamatta	(617)-267-8433	Fall
Sycamore House Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Tecumseh Mill Apartments	ACM Management	Andrew Ditson	(508)-676-3600	Spring
Van Der Heyden	Valley Real Estate, Springfield, MA	Jeffrey P. Oldenburg	(413)-732-4111	Year Round
Washington Columbia One	Winn Management	Linda Williams	(617)-287-9580	Year Round
713 Dudley Street	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Beacon Baystate Place	Beacon Residential Management	Gerald R. Tabb	(413)-733-7894	Fall
Bedford Towers/Townhouses	Peabody Properties, Inc.	Susan Turner-Hickey	(508)-992-9603	Fall
Bedford Village Apartments	S-C Management Corp.	Betty Tenwolde	(781)-275-1038	Fall
Berkshiretown	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Brighton Gardens	Lombardi Corporation	Louis M. Lombardi	(617)-254-7721	Spring
Cast Associates	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Chester Square Apartments	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Clark House	JCM Management	Elizabeth Massey	(413)-256-0141	Spring
Ebenezer Homes	Abrams Management	Matt Bell	(617)-424-1300	Year Round
Elmwood Towers Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round
Fairhaven Village	Peabody Properties, Inc.	Paul Cromwell	(508)-994-1908	Spring
Heritage Common	The Community Builders, Inc.	Tony DeCesare	(978)-688-4728	Year Round
Holyoke Towers Associates	Appleton Corporation	Richard Lavallee	(413)-536-8048	Year Round

Note: Under **Availability**,
Summer refers to the
Summer of 2001.

* Demo

** Non MHFA Developments

MBE Contract Opportunities

TRASH REMOVAL (cont.)

Joycee Place Apts.
Laconchia Apartments
Lamplighter Village
Landfall West Apartments
Leeds Village Apartments
Linden Towers
Malden Gardens
Maple Commons
McKinley House Associates
Michael Associates
Mt. Pleasant Apts.
Northridge Homes
Oak Hill Apartments
Pilot Grove
Prescott Mill Apartments
Prospect Heights Associates
Ramblewood Apartments
Robinson-Cuticura Mill Apts.
Silsbee Tower Apartments
Skyline Apartments
Spring Hill Apartments
Sycamore House Associates
Tannery One Apartments
Taunton Woods
Van Der Heyden
Victory Gardens Apts.
Washington Columbia One
Weeks House

Peabody Properties
Nuestra Properties
Peabody Properties
Weston Associates Mgmt. Co., Inc.
Marken Properties, Inc.
Appleton Corporation
Cornerstone Management
First Resource Mgt. Co.
Appleton Corporation
Appleton Corporation
Peabody Properties, Inc.
Barkan Management
Hallkeen Management
The Community Builders, Inc.
Meredith Management
Appleton Corporation
CMJ Management
Cornu Management
The Simon Company
Peabody Properties
Valley Real Estate, Springfield, MA
Appleton Corporation
Crowninshield Management Corp.
Peabody Properties
Valley Real Estate, Springfield, MA
Peabody Properties, Inc.
Winn Management
Newton Community Development
Barkan Management
Appleton Corporation
Beacon Residential Management
Lombardi Corporation
Appleton Corporation
Peabody Properties, Inc.
SHP Management Corp.
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Appleton Corporation
Peabody Properties Inc.
Appleton Corporation
Appleton Corporation
Westwood Management
Appleton Corporation
Peabody Properties
Valley Real Estate, Springfield, MA
Appleton Corporation
ACM Management
Valley Real Estate, Springfield, MA
Neighborhood of Affordable Housing
APT Management Inc.
Appleton Corporation
Appleton Corporation
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Appleton Corporation
Harbor Management
Appleton Corporation
Appleton Corporation
Harbor Management
Appleton Corporation
APT Management Inc.
Peabody Properties
Maloney Properties
Valley Real Estate, Springfield, MA
Appleton Corporation
Valley Real Estate, Springfield, MA
Lynn Economic Opportunity
Lynn Economic Opportunity
Franchi Mgmt. Co.
Appleton Corporation
Beacon Residential Management
Lombardi Corporation
Genesis Health Ventures
MB Management
JCM Management Co., Inc.
Welch Management Company

Felix Fidler
Deborah Huff
Barbara Regan
Carol Santoro
Elizabeth Bedoya
Richard Lavallee
Janet King
Joe Kelly
Richard Lavallee
Richard Lavallee
Marguerite Marcotte
Mike Bettencourt
Beverly Brothers
Ray Frost
Richard Czermak
Richard Lavallee
Jim Kelly
Katherine Krager
Barbara Tandler
Glenn Jolicoeur
Jeffrey P. Oldenburg
Richard Lavallee
Walter Gorman
Elizabeth Baldwin
Jeffrey P. Oldenburg
Sal Pignatone
Linda Williams
Dina Troiani
Property Manager
Richard Lavallee
Maureen Stetson
Louis M. Lombardi
Richard Lavallee
Paul Cromwell
Dianne Raineri
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Richard Lavallee
Mark F. Reagan
Richard Lavallee
Richard Lavallee
Sandra Lepore
Richard Lavallee
Glenn Jolicoeur
Jeffrey P. Oldenburg
Richard Lavallee
Andrew Ditson
Jeffrey P. Oldenburg
Maria Torres
Mary Simpson
Richard Lavallee
Richard Lavallee
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Richard Lavallee
Lynda Hooley
Richard Lavallee
Richard Lavallee
Annette Kaili
Richard Lavallee
Mary Simpson
Glenn Jolicoeur
Karen A. Kita
Jeffrey P. Oldenburg
Richard Lavallee
Jeffrey P. Oldenburg
Ms. Frances A. Taggart
Ms. Frances A. Taggart
Deborah S. Allen
Richard Lavallee
Maureen Stetson
Louis M. Lombardi
Arlene Lormey
Kevin Plourde
Elizabeth Massey
Alice A. Welch

(978)-458-6306
(617)-442-8472
(781)-828-7834
(617)-569-7690
(413)-532-3709
(413)-536-8048
(781)-322-0580
(413)-734-7771
(413)-536-8048
(413)-536-8048
(617)-623-5810
(978)-922-6514
(413)-499-4099
(978)-897-0313
(978)-368-8500
(413)-536-8048
(781)-767-3636
(781)-324-3725
(781)-848-2500
(781)-843-1345
(413)-732-4111
(413)-536-8048
(978)-532-4800 x209
(508)-880-0006
(413)-732-4111
(617)-569-4862
(617)-287-9580
(617)-964-8644
(978)-682-7093
(413)-536-8048
(617)-364-5277
(617)-254-7721
(413)-536-8048
(508)-994-1908
(978)-373-9571
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(413)-536-8048
(978)-454-8030
(413)-536-8048
(413)-536-8048
(413)-789-1131
(413)-536-8048
(781)-843-1345
(413)-732-4111
(413)-536-8048
(508)-676-3600
(413)-732-4111
(617)-567-5882
(781)-246-1350
(413)-536-8048
(413)-536-8048
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(413)-536-8048
(781)-598-3526
(413)-536-8048
(413)-536-8048
(781)-598-5564
(413)-536-8048
(781)-246-1350
(781)-843-1345
(617)-427-9186
(413)-732-4111
(413)-536-8048
(413)-732-4111
(781)-581-7220 x231
(781)-581-7220 x231
(617)-783-4271
(413)-536-8048
(617)-364-5277
(617)-254-7721
(617)-965-7707
(781)-662-0223
(413)-256-0141
(781)-337-2777

[illegible]

Wood Ridge Homes
Berkshiretown
Blake Estates 1 & 2
Brighton Gardens
Elmwood Towers Associates
Fairhaven Village
Hadley West Apts.
Holyoke Towers Associates
Hunter Place Apartments
Joseph's Associates
Laconchia Apartments
Linden Towers
Market Mill Apts.
McKinley House Associates
Michael Associates
Pheasant Hill Village
Prospect Heights Associates
Skyline Apartments
Spring Hill Apartments
Sycamore House Associates
Tecumseh Mill Apartments
Van Der Heyden

449 Saratoga Street
 Bellingham Square Apartments
 Berkshiretown
 Elmwood Towers Associates
 Holyoke Towers Associates
 Hunter Place Apartments
 Joseph's Associates
 Laconchia Apartments
 Linden Towers
 Louis Barrett Residence
 McKinley House Associates
 Michael Associates
 Ocean Shores Apartments
 Prospect Heights Associates
 Rockledge Apartments
 Skyline Apartments
 Smith House
 Spring Hill Apartments
 Sycamore House Associates
 Van Der Heyden

159 Beacon Hill Ave.**
556-562 Chestnut**
Babcock Tower
Berkshiretown
Blake Estates 1 & 2
Brighton Gardens
Cabot Park Village
Cefalo Memorial Complex
Clark House
Colonial Village Apts.

WINDOW CLEANING (cont.)

Douglass Park Apartments
Elmwood Towers Associates
Franklin School Apts.
Hadley West Apts.
Heritage @ Vernon Court
Holyoke Towers Associates
Hunter Place Apartments
Joseph's Associates
Laconchia Apartments
Linden Towers
Maplewood Place
Marland Place
McKinley House Associates
Michael Associates
Millhaus Apartments
Mystic Place
Pheasant Hill Village
Prospect Heights Associates
Savin Hill Apartments
Smith House
Spring Hill Apartments
Sycamore House Associates
Van Der Heyden
Washington Columbia One

Washington Columbia One
Berkshiretown
Elmwood Towers Associates
Franklin School Apts.
Hadley West Apts.
Holyoke Towers Associates
Hunter Place Apartments
Joseph's Associates
Laconchia Apartments
Linden Towers
McKinley House Associates
Michael Associates
Prospect Heights Associates
Spring Hill Apartments
Sycamore House Associates
Van Der Heyden
Washington Columbia One
713 Dudley Street
Avalon Oaks
Bedford Towers/Townhouses
Berkshiretown
Borden Place Apartments
Bridle Path Apts.
Brighton Gardens
Cast Associates
Chester Square Apartments
Ebenezer Homes
Elmwood Towers Associates

Essex Towers
Fairweather Apts. **
Franklin School Apts.
Hadley West Apts.
Hano Street Apartments
Harbor Loft Management
Heritage @ Vernon Court
Heritage Common
Holyoke Towers Associates
Hunter Place Apartments
Joseph's Associates
Laconchia Apartments
Landfall West Apartments
Linden Towers
Malden Gardens
McKinley House Associates
Michael Associates
Newcastle Apartments
Oak Hill Apartments
Prescott Mill Apartments
Prospect Heights Associates
Regency Apartments
Spring Hill Apartments
Sycamore House Associates
Tannery One Apartments
Tecumseh Mill Apartments
Van Der Heyden
Victory Gardens Apts.
Washington Columbia One

Boston Land Co.
Appleton Corporation
The Community Builders
SHP Management Corp.
Genesis Elder Care
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Appleton Corporation
Newton Senior Living
Newton Senior Living
Appleton Corporation
Appleton Corporation
Harbor Management
Winn Management
Westwood Management
Appleton Corporation
CMJ Management
Maloney Properties
Valley Real Estate, Springfield, MA
Appleton Corporation
Valley Real Estate, Springfield, MA
Winn Management
Appleton Corporation
Appleton Corporation
The Community Builders
SHP Management Corp.
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Appleton Corporation
Appleton Corporation
Appleton Corporation
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Valley Real Estate, Springfield, MA
Winn Management
Abrams Management
Avalon Bay Communities
Peabody Properties, Inc.
Appleton Corporation
Peabody Properties, Inc.
MB Management Company
Lombardi Corporation
Abrams Management
Abrams Management
Abrams Management
Appleton Corporation
APT Management, Inc.
MB Management
The Community Builders
SHP Management Corp.
Maloney Properties
Crowninshield Management Corp.
Genesis Elder Care
The Community Builders, Inc.
Appleton Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Nuestra Properties
Weston Associates Mgmt. Co., Inc.
Appleton Corporation
Cornerstone Management
Appleton Corporation
Appleton Corporation
Abrams Management
Hallkeen Management
Meredith Management
Appleton Corporation
Claremont Corporation
Valley Real Estate, Springfield, MA
Appleton Corporation
Crowninshield Management Corp.
ACM Management
Valley Real Estate, Springfield, MA
Peabody Properties, Inc.
Winn Management

Derry Rooney
Richard Lavallee
Kathleen Hennessy
Dianne Raineri
Randy Nason
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Richard Lavallee
Barbara Hamilton
Jacqueline Borrelli
Richard Lavallee
Richard Lavallee
Bob Holland
Michael Milko
Sandra Lepore
Richard Lavallee
Sandra Baker
Karen A. Kita
Jeffrey P. Oldenburg
Richard Lavallee
Jeffrey P. Oldenburg
Linda Williams
Richard Lavallee
Richard Lavallee
Kathleen Hennessy
Dianne Raineri
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Richard Lavallee
Richard Lavallee
Richard Lavallee
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Jeffrey P. Oldenburg
Linda Williams
Matt Bell
Krista Carlson
Susan Turner-Hickey
Richard Lavallee
Patricia Lomba Stinson
Meredith Schmid
Louis M. Lombardi
Matt Bell
Matt Bell
Matt Bell
Richard Lavallee
Gail Bolton
Arthur Richardson
Kathleen Hennessy
Dianne Raineri
Earl Henry
Frank Quirk
Randy Nason
Tony DeCesare
Richard Lavallee
Jeffrey P. Oldenburg
Richard Lavallee
Deborah Huff
Carol Santoro
Richard Lavallee
Janet King
Richard Lavallee
Richard Lavallee
Matt Bell
Beverly Brothers
Richard Czermak
Richard Lavallee
Carlos Rodrigues
Jeffrey P. Oldenburg
Richard Lavallee
Walter Gorman
Andrew Ditson
Jeffrey P. Oldenburg
Sai Pignatone
Linda Williams

(617)-442-8900
(413)-536-8048
(781)-863-1810
(978)-373-9571
(617)-965-9400
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(413)-536-8048
(781)-324-4999
(978)-475-4225
(413)-536-8048
(413)-536-8048
(508)-529-4460
(781)-391-1810
(413)-789-1131
(413)-536-8048
(617)-288-5418
(617)-427-9186
(413)-732-4111
(413)-536-8048
(413)-732-4111
(617)-287-9580
(413)-536-8048
(413)-536-8048
(781)-863-1810
(978)-373-9571
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(413)-536-8048
(413)-536-8048
(413)-536-8048
(413)-536-8048
(413)-732-4111
(413)-536-8048
(413)-732-4111
(617)-287-9580
(617)-424-1300
(978)-657-0988
(508)-992-9603
(413)-536-8048
(508)-673-8410
(781)-986-7831
(617)-254-7721
(617)-424-1300
(617)-424-1300
(617)-424-1300
(413)-536-8048
(978)-686-0440
(978)-744-7835
(781)-863-1810
(978)-373-9571
(617)-562-8156
(781)-598-4247
(617)-965-9400
(978)-688-4728
(413)-536-8048
(413)-732-4111
(413)-536-8048
(617)-442-8472
(617)-569-7690
(413)-536-8048
(781)-322-0580
(413)-536-8048
(413)-536-8048
(617)-424-1300
(413)-499-4099
(978)-368-8500
(413)-536-8048
(508)-996-3800
(413)-732-4111
(413)-536-8048
(978)-532-4800 x209
(508)-676-3600
(413)-732-4111
(617)-569-4862
(617)-287-9580

[illegible]

July 1, 2000
to
June 30, 2001

- * Demo
- ** Non MHEA Developments

Challenging Equal Opportunity

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108

The Massachusetts Housing Finance Agency does not discriminate on the basis of race, color, religion, sex, national origin, ancestry, sexual orientation, age, familial status, or physical or mental disability in the access or admission to, or treatment or employment in, its programs, activities, functions, or services. The following persons are responsible for coordinating compliance with applicable non-discrimination requirements:

Vivian C. Beard, *Equal Opportunity Director*
Ann Anderson, *504/ADA Coordinator*
Deb Sullivan, *504/ADA Employment Coordinator*
Wendy Warring, *General Counsel*

MHFA's phone numbers are
(617) 854-1000 (VOICE)
(617) 854-1025 (TDD)
(617) 854-1028 (FAX)
1-800-439-2370 (Massachusetts Relay Number)

FIRST CLASS
U.S. POSTAGE

PAID

BOSTON, MA
PERMIT #59949

This newsletter is also available in alternate formats, such as large print or audio cassette. Such formats can be provided, if necessary, upon sufficient notice by contacting MHFA's Public Information Department at (617) 854-1841 or TDD (617) 854-1025.



Attention Management Companies: Important MHFA Policy Change

All property managers of MHFA-financed developments should be advised that two significant changes to the MHFA MBE Vendor Program went into effect July 2000 for the 2001 fiscal year.

I. New Achievement Measures

Beginning in fiscal year 2001, MHFA will move away from its current method of assigning minority business goals for Linkage Area I (55%), Linkage Area II (20%), and the Balance of State (12%). The Agency's new approach will be to use the average of the previous two years' achievement for each area as the "benchmark" for goal achievement. This is a process similar to how State agencies are measuring achievement in regard to the utilization of minority businesses. For FY 2001, this will mean that the MBE goals will be:

- 49% for Linkage Area I,
- 20% for Linkage Area II, and
- 14% for the Balance of State.

II. New Category of Achievement

Beginning in fiscal year 2001, MHFA will monitor the utilization of women-owned businesses (WBEs) for the first time. Many property managers have utilized WBEs in the past; however, they have not received full acknowledgment for their efforts.

The goal for property managers' WBE utilization is 5% statewide.

If you have any questions about these new policies or need technical assistance, please call senior staff members, Patricia Weems and James Fortune, at (617) 854-1824 and (617) 854-1829, respectively. Vivian C. Beard, MHFA's Director of Equal Opportunity, is also available to assist you. She can be reached at (617) 854-1819.

MHFA thanks management companies for their continued collaboration with the Agency to expand business opportunities for minority- and women-owned businesses.



Demo Dispo Update

(continued from page 1)

MHFA is in the process of soliciting bids for Academy Homes II, the largest of the construction contracts in the Demonstration Disposition program. The construction budget for Academy Homes II is approximately \$44 million. The project will require the total demolition of the existing buildings, removal of asbestos at an estimated cost of more than \$4 million, and the construction of 236 new wood-frame units on the existing site. Subcontractors interested in potential business opportunities can obtain a list of general contractors who have requested bid documents for Academy Homes II. Contact Paul Garrity, MHFA's Senior Program Compliance Specialist, at (617) 854-1828. ■

